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Administrator General Services Administration Washington, DC 20405

87-0748X



February 17, 1987

Dear Mr. Gates:

The Office of Management and Budget has released for comment a draft bill authorizing the funding of our Federal Supply Service (FSS) operations through a full-cost recovery mechanism. We have supported this proposed legislation for two reasons. First, we see it as a means by which our procurement and supply services can achieve stability and consistency by freeing them from dependency on an often fluctuating appropriated funding approach. The influences of budgetary changes from year-to-year have affected the quality and level of service which FSS has provided. Criticism of FSS' reliability as a supply source has prompted us to formulate this full-cost recovery solution.

Secondly, we see this as an opportunity to increase competition and economy in Governmentwide logistics operations. Incentive to keep our pricing structure competitive is found in the legislative provision which conveys that FSS will be a preferred but not a mandatory source. If an agency finds it can serve its own requirement through a commercial source at less total cost to the Government, it is permitted to do so. The modest increase in our pricing structure (e.g., averaging 3 percent in our direct delivery program and 9 percent via our stock program) will not undermine the highly competitive nature of our supply sources. Nevertheless, we will continue to find in this legislation, a self-perpetuating incentive to strive for even greater efficiencies in FSS operations and deeper discounts in our contract prices.

The advantage to the Government as a whole, and to each agency we serve, is found in these two objectives. I, therefore, encourage your support of the legislation and welcome constructive comment on improvements which might aid in its implementation in the 1988 budget cycle.

Sincerely,

Terence C. Golden

The Honorable
Robert M. Gates
Acting Director
Central Intelligence Agency
Washington, DC 20505

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